Small Business Administration
Office of Government Contracting

February 5, 2015
Winter TRIAD Meeting

Seán F. Crean, Director
Agency Background

U.S. Small Business Administration
• Agency created under the Eisenhower Administration in 1953
  • The agency’s mission is to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation

Leadership
SBA Administrator, Maria Contreras-Sweet, Confirmed April 7, 2014

GC Mission
Public’s advocate for federal small business contracting and subcontracting opportunities.
Small Business Administration

Office of Government Contracting
Seán F. Crean, Director

Contracting Assistance

Program & Resource Management
Leo Sanchez, Director

Programs, Technology & Strategic Communication Support
VACANT

Subcontracting Program Mgmt
Angela Terry

Field Execution & Area Office Support
Ajoy Sinha, Director

Prime Contracting Program Mgmt
VACANT

WOSB/SDVOSB Eligibility Program Mgmt
VACANT

WOSB Eligibility Analyst
Kelly Jackson

WOSB Eligibility Analyst
Glynis Long

WOSB Eligibility Analyst
Adrian Groth

Size/CoC/NMR Program Mgmt
VACANT

NMR/SDVOSB Protest Analyst
Amy Garcia

Size/CoC Analyst
VACANT

Area I Director
Janette Fasano

Area II Director
David Loines

Area III Director
Carol Thompson

Area IV Director
Pamela Beavers

Area V Director
Robert Taylor

Area VI Director
James Gambardella

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Small Business Administration

GC Area Office
Program & Execution

Regional/District Office Liaison
* RA/DD Customer Service
* BOS Coordination
* SBDC/SCORE Support
* Outreach Support
* DO Training

Prime Contracts Program
* PCR Assignment
* Plan of Operations Development
* Program Execution
* Agency Performance Analysis
* Acquisition Strategy Development
* Procurement Reviews
* Surveillance Review Support
* Outreach/Training
  SB Counseling/Training
  CO Training

SubContracting Program
* CMR Assignment
* Plan of Operations Development
* Program Execution
* Prime Performance Analysis
* Performance Management Reviews
* Interagency Engagement
* Outreach/Training
  SB Counseling/Training
  CO Training

Certificate of Competency Program
* CoC Reviews/Determination
* Outreach/Training
  SB Counseling/Training
  CO Training

Size Determinations
* Size Case Reviews
* Size Case Determinations
* Outreach/Training
  SB Counseling/Training
  CO Training

Timber Program
* Liaison with
  - Bureau of Land Management
  - National Forest Service
  - Department of Interior
  - SB sawmills/loggers
* Monitor National Timber sales
* Record timber sale volumes
* Analyze SB Market Area
* “Trigger” status notification
My 5 Objectives

1. Performance
   a. Re-establish the reputation, integrity and process of the WOSB Program.
   b. Improve Size, CoC and Protest execution
   c. **Develop meaningful/measurable Performance Metrics that reflect GC mission.**
   d. **Re-establish the Subcontracting Program**
   e. Review the Prime Contracting Program to perform in the 21st Century

2. Organization
   a. Institute clear organizational roles & responsibilities to provide necessary services
   b. **Align HQ & Area Office objectives which rebuild trust and enhance performance**
   c. Align Area and District collaboration – Promote “One SBA”
   d. Provide program alignment and support that enables effective execution across GCBD
   e. **Align Field operations that support program objectives**
Office Objectives

3. Personnel Management
a. Align staffing that supports succession plans in HQ & Area Offices
b. Develop Individual Development Plans to support position performance
c. Equip, empower and include staff in solutions to perform their assignments
d. Support employee personal development to be their best
e. Develop consistent personnel policies across GC

4. Process & Program Support
a. Ensure written execution guidelines are clear, reflect policy and supportable
b. Ensure HQ processes support Area Office execution requirements
c. Review and ensure all programs have current SOPs
d. Ensure personnel have appropriate resources & technology tools to effectively execute
e. Replace GCAR with a more automated system
f. Improve interface systems for Contracting Community (ie DSBS, eSRS, Repository, etc)
Office Objectives & 1st Priorities for Subcontracting Program

5. Strategic Communication
   a. Present one consistent positive message to the public
   b. Improve internal communications between Field Ops & Area Offices
   c. Provide web enabled tools and guidelines that are clear to the public
   d. Provide the Administrator necessary tools to reflect the value GC provides
   e. Improve the processes for internal and externally driven customer support

FIRST PRIORITIES for Subcontracting
1. SBA/DCMA MOU Renewal
   a. Roles & Responsibilities

2. Commercial Plan
   a. How to capture properly? % of Sales or % of Production Cost

3. Standard Operating Procedures Review

4. CMR Staffing
In HQ
 WOSB Program
  • 3 Analysts
Prime Contracting
  • 1
Subcontracting
  • 1
Size/Non-Manufacturing Rule
  • 1

In Six Area Offices
 Prime Contracting Program
  • 47 PCRs
Subcontracting Program
  • 8 CMRs
Size/CoC Specialists
  • 8 Industrial Analysts
Q&A

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Subcontracting Program Manager
Angela.Terry@sba.gov